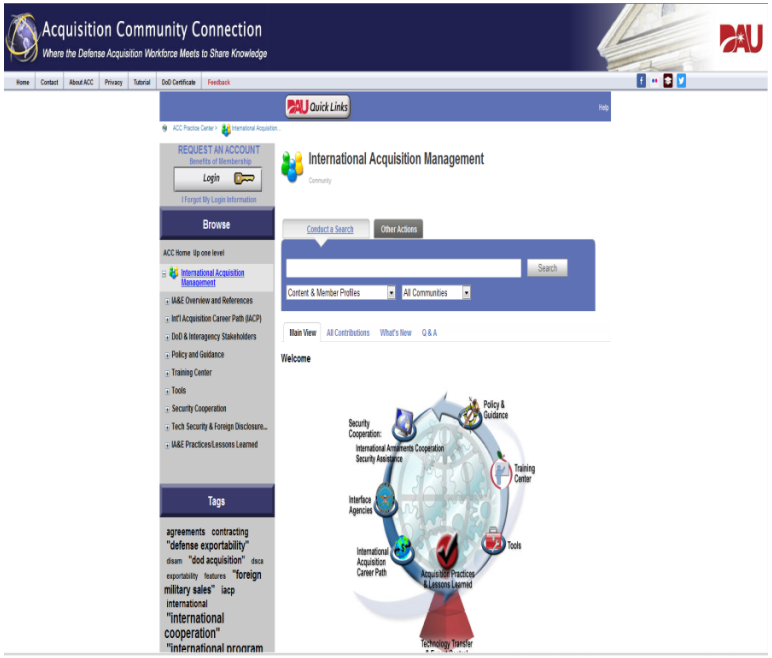
Workshop Schedule

Welcome and Workshop Overview	**0800 - 0830**
International Acquisition & Exportability (IA&E) Fundamentals	**0830 - 0930**
Break	**0930 - 0945**
Acquisition Policy & International Trends	**0945 - 1045**
Technology Security & Foreign Disclosure (TSFD) , Export Control (EC), & Defense Exportability (DE) (Part I)	**1045 - 1115**
Break	**1115 - 1130**
TSFD, EC, & DE (Part II)	**1130 - 1230**
Working Lunch/Scene Setter Reading	**1230 - 1300**
Scenario Overview and Ground Rules	**1300**

Int'l Acquisition Community of Practice (ICOP)

C Int'l Acq Management Site



tps://acc.dau.mil/CommunityBrowser.aspx?id=17638&lang=en-US

I&A&E "One Stop Shop"

- Community News
- Key References
- Website Links
- Courses & Learning Assets
- Presentations
- Reports and Studies
- Of Ac

Public Domain & ICOP Member-Only Controlled Unclassified Info (CUI) Sites

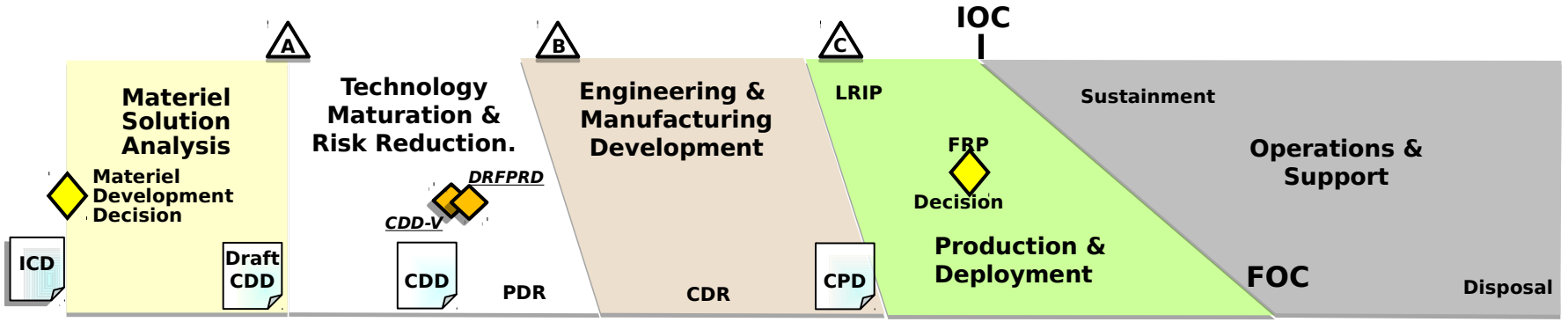
orkshop Materials ⇨

AOC/GTRI Workshop 'Folder' URL:

https://acc.dau.mil/Community Browser.aspx?id=7

IA&E Fundamentals

Defense Exportability Activities



Activities Require MDA Approval

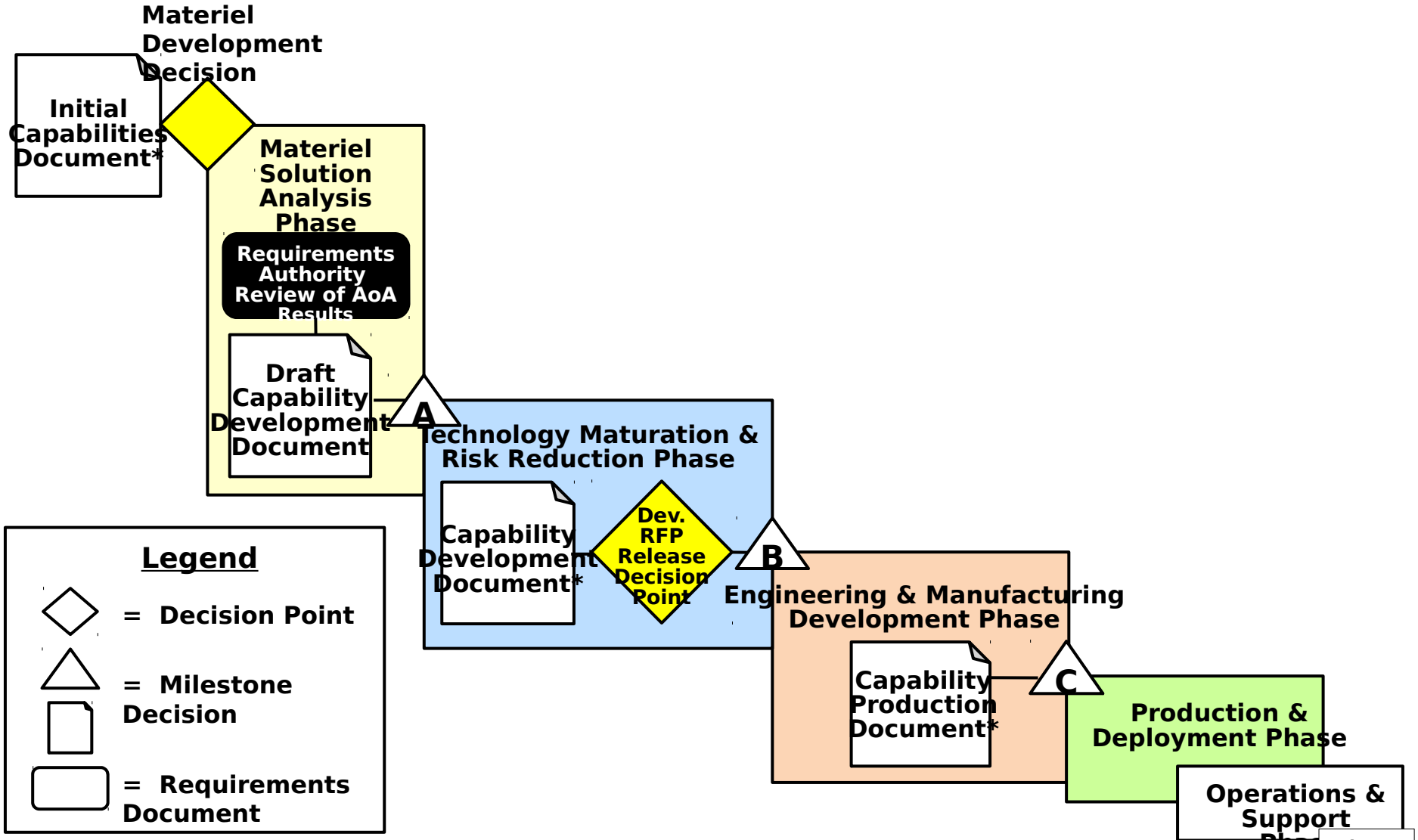
Exportability Assessment	Exportability Feasibility Studies	Exportable Designs	Exportable Version Production	Exportable Version Depot & Spares
• Projected sales • Technology complexity	• Conducted with program contractor • Included in TMRR contract • Funded by program or DEF PE • Industry provides 50%	• Funded by program, cooperative program or customer, or industry (or combination) • May be multiple configurations	• Funded by customer • May be multiple configurations	• Funded by customer

Comparisons

	International Cooperative Programs	Foreign Military Sales (FMS)	Direct Commercial Sales (DCS)	Building Partner Capacity (BPC)
Legal Authority	AECA Section 27 & 10 U.S.C. 2350a	AECA Sections 21 and 22	AECA Section 38	National Defense Authorization Acts
DoD Oversight	OUSD(AT&L)	OUSD (Policy); DSCA	OUSD (Policy); DTSA	OUSD (Policy); DSCA
Primary Regulations	DoDD 5000.01 & DoDI 5000.02	Security Assistance Management Manual (SAMM)	International Traffic and Arms Regulations (ITAR)	SAMM
Relationship	Partner	Buyer-seller	Buyer-seller	Provider-receiver
Form of Agreement	International Agreement	Letter of Offer and Acceptance (LOA)	State Department export license & commercial contract	Pseudo-LOA (not signed by foreign country)
Requirement	Mutual	Foreign customer (Letter of Request – LOR)	Foreign customer	DoD determined (Memorandum of Request – MOR)
Funding	Equitably shared	Foreign customer	Foreign customer	DoD
Program Management	Joint	DoD Implementing Agency (IA)	Foreign customer	DoD IA
Contract Privity	Partner nations and industry	DoD IA and industry	Foreign purchaser and U.S. industry	DoD IA and industry
Risks	Equitably shared	Foreign customer	Foreign customer	DoD
Production Cooperation	Cooperative production	Coproduction	Licensed production	N/A

Acquisition Policy

Capability Requirement and Acquisition Processes



*equivalent Approved/Validated Requirements Document

JCIDS Documents

Initial Capabilities Document (ICD)

- Summarizes the Capability-Based Assessment
- Justifies requirement for materiel/non-materiel solutions
- Supports MDD for materiel solutions
- Guides M

Capability Development Document (CDD)

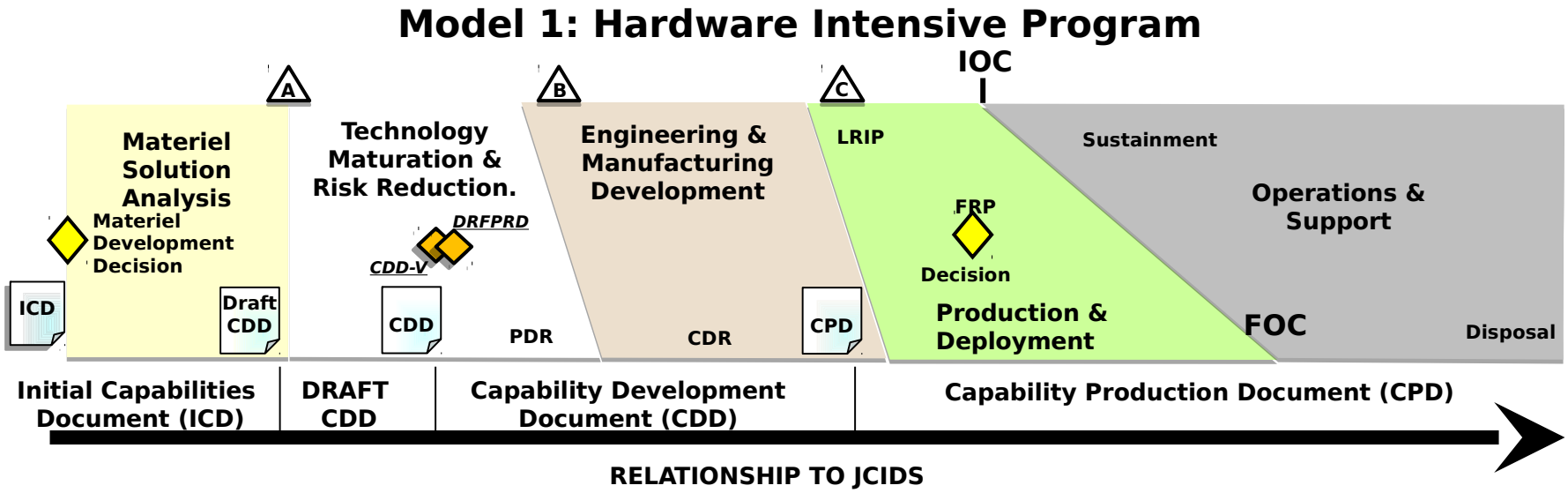
- Outlines an affordable increment of militarily useful, logistically supportable, technologically mature capability
- Draft CDD supports Milestone A "risk reduction" decision
- Matured during TMRR and validated at requirem
  Mileston

Capability Production Document (CPD)

- Addresses production elements specific to a single increment of an acquisition program
- Defines an increment that is ready for a production decision
- Guides the production and final testing of

Defense Acquisition System

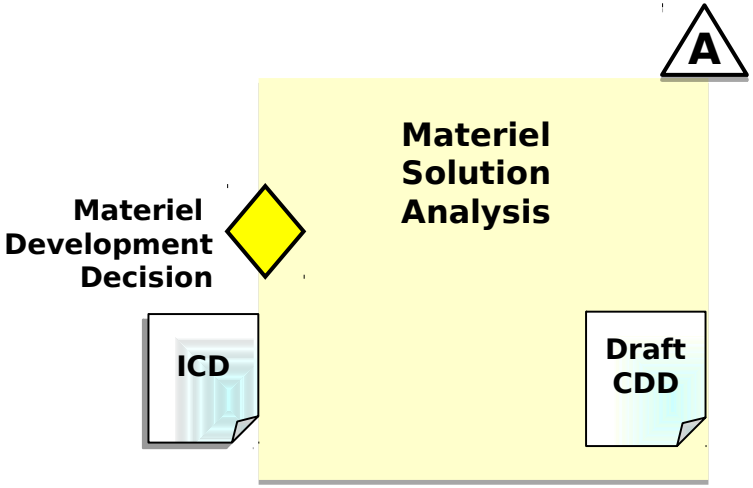
- **The Materiel Development Decision precedes entry into any phase of the acquisition management system**
- **Entrance and Exit Criteria for each phase**



- PDR: Preliminary Design Review
- CDR: Critical Design Review
- CDD-V: CDD Validation
- LRIP: Low Rate Initial Production
- FRP: Full Rate Production
- DRFPRD: Development Request For Proposals Release Decision
- IOC: Initial Operational Capability
- FOC: Full Operational Capability

Materiel Solution Analysis

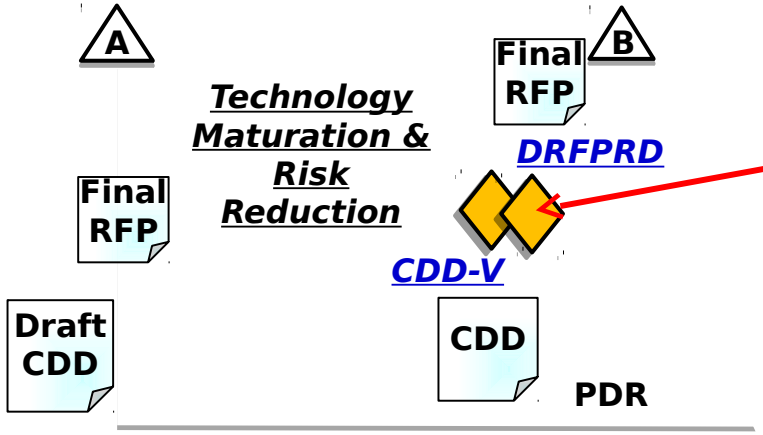
PURPOSE: to conduct the analysis and other activities needed to choose the concept for the product that will be acquired



- **ENTER: Approved ICD, study guidance for conducting the AoA, and an approved AoA plan. AoA study guidance for MDAPs and AoA plan approval will be provided by CAPE.**
- **ACTIVITIES: Establish PM & PMO, conduct AoA, user writes draft CDD, develop initial:**
  - **Acquisition Strategy**
  - **Test & Evaluation Master Plan (TEMP)**
  - **Systems Engineering Plan (SEP)**
  - **Life Cycle Sustainment Plan (LCSP)**
  - **Cyber Security Strategy**
  - **Program Protection Plan (PPP)**
- **GUIDED BY: ICD and AoA Plan**
- **EXIT: Completed the necessary analysis and activities to support a decision to proceed to the next decision point and desired phase in the acquisition process.**

Technology Maturation and Risk Reduction

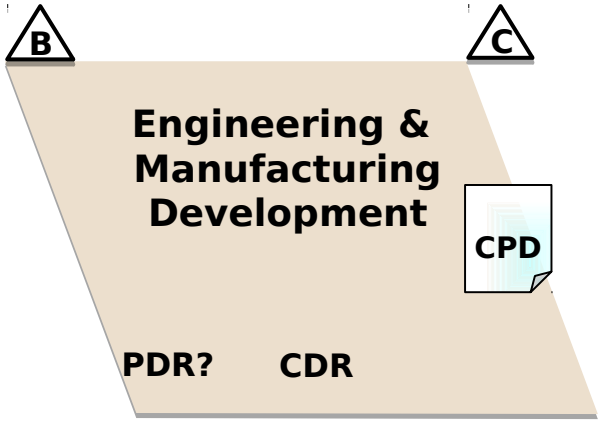
PURPOSE: to reduce technology, engineering, integration, and life cycle cost risk to the point that a decision to contract for EMD can be made with confidence



- **ENTER: MDA approved materiel solution and Acquisition Strategy, initial major program documentation and funding in the FYDP**
- **ACTIVITIES: Competitive prototyping of critical subsystems, SE trade-off analysis, develop contracting strategy, conduct CDD Validation, conduct Preliminary Design Review (PDR), conduct Development RFP Release Decision, begin source selection for EMD**
- **GUIDED BY: Acquisition Strategy and draft CDD/approved CDD**
- **EXIT: Demonstration that technology, engineering, integration, manufacturing, sustainment, and cost risks have been adequately mitigated to support a commitment to design for production, Validated capability requirements, full funding in the FYDP, and compliance with affordability goals for production and sustainment**

Engineering and Manufacturing Development

PURPOSE: to develop, build, and test a product to verify that all operational and derived requirements have been met and to support production or deployment



- **ENTER: Adequate risk reduction; approved requirements; full funding in FYDP**
- **ACTIVITIES: Complete detailed design, system-level CDR, integrated testing, establish product baseline, demonstrate manufacturing processes and supportability**
- **GUIDED BY: CDD, Acquisition Strategy, SEP, and TEMP**
- **COMPLETION:**

  (1) the design is stable;

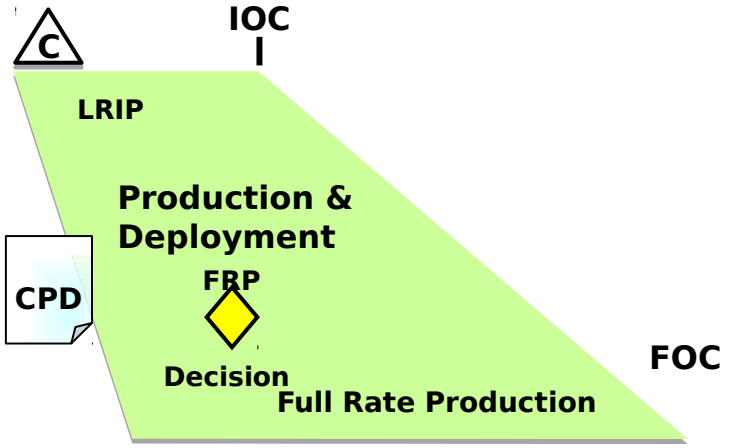
  (2) the system meets validated capability requirements demonstrated by developmental and initial operational testing as required in the TEMP;

  (3) manufacturing processes have been effectively demonstrated and are under control;

  (4) industrial production capabilities are reasonably available; and

Production and Deployment

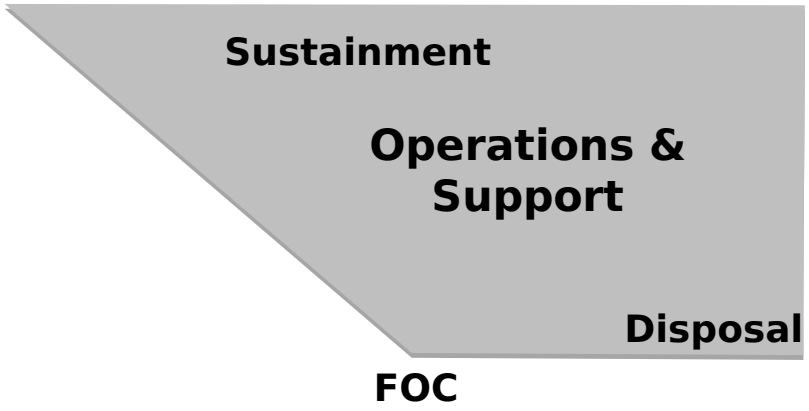
PURPOSE: to produce and deliver requirements-compliant products to receiving military organizations



- **ENTER: Acceptable performance in DT & Operational Assessments (OA); mature software; no significant manufacturing risks; approved CPD; acceptable interoperability and operational supportability; demonstration of affordability; fully funded**
- **ACTIVITIES: Low Rate Initial Production, IOT&E, LFT&E (if required) and interoperability testing of production-representative articles; Full-Rate Production Decision; fielding and support of fielded systems; IOC/FOC**
- **GUIDED BY: CPD, TEMP, SEP, LCSP**
- **EXIT: Full operational capability; deployment complete**

Operations and Support

PURPOSE: Execute a support program that meets materiel readiness and operational support performance requirements, and sustains the system in the most cost-



- **ENTER: Approved CPD; approved LCSP; successful FRP Decision**
- **ACTIVITIES: LCSP implementation; Performance-Based Life-Cycle Product Support (PBL) planning, development, implementation, and management; initiate system modifications as necessary; continuing reviews of sustainment strategies, demilitarize and dispose of systems IAW legal and regulatory requirements, particularly environmental considerations and explosives safety**
- **GUIDED BY: CPD/Acquisition Strategy/LCSP**

TSFD, Export Control, and DEF

USG/DoD TSFD Processes

MILDEP Processes

DoD Lead: Various

MILDEP-specific various

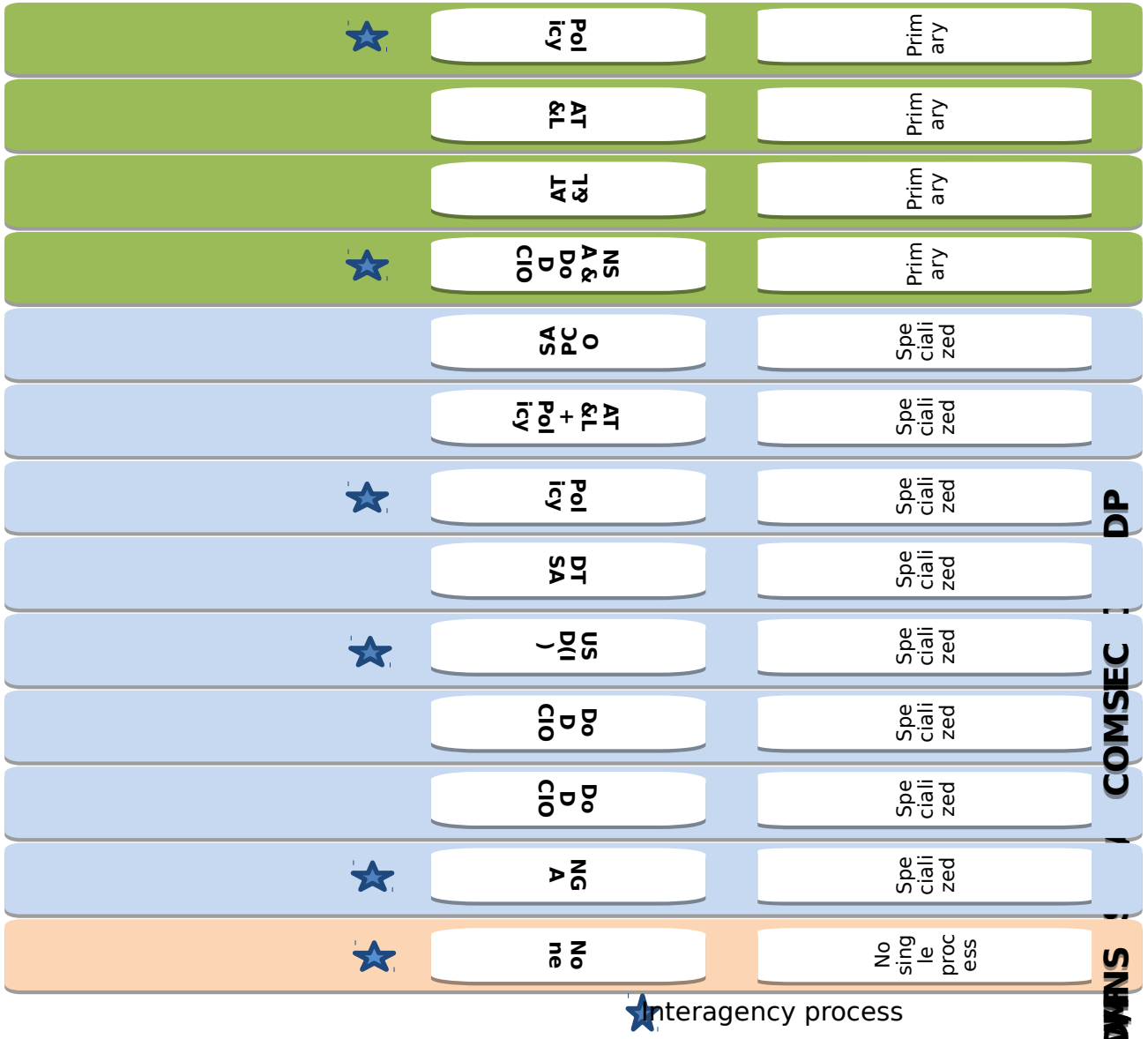
MILDEP Process

Other DoD Processes

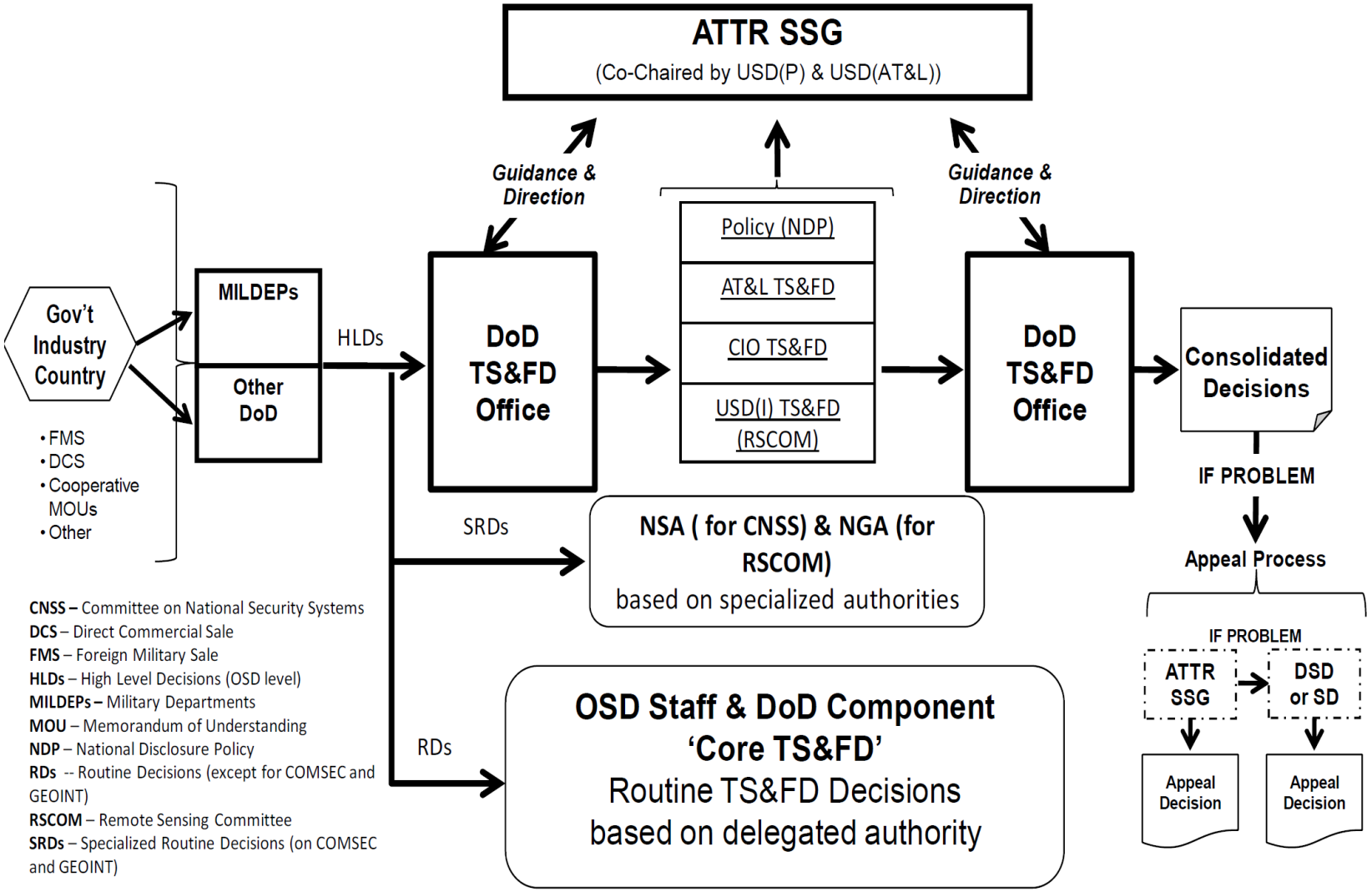
DoD Lead: Various

Org.-specific various

Few documented processes



TSFD "Macro-Process"



Developing Exportable Configurations

- **At the Development RFP Release Decision and Milestone B, the MDA should determine if one or more exportable configurations should be developed**
  - **Informed by feasibility studies; requirements included in RFP**
  - **Funding sources must be identified**

ICP Funding *(various alternatives)*

Industry *(various alternatives)*

FMS or DCS customer nation funding

DSCA Special Defense Acquisition Fund (SDAF

Title 10 funding *(specific authorization & appropriation*

IA&E Scenarios Overview and Ground Rules

Workshop Overview and Ground Rules

- **Firebird EW Variant (FB EWV) Program Scene Setter**
- **Two Separate FB EWV Acquisition Phase IA&E Scenarios:**
  - Development
  - Production and Support
- **Four (4) Topic Areas per Scenario**
- **Each Table will be assigned a Topic Area for each Scenario:**
  - Use preparation time (20 min) to pick two of three questions to answer using available unclassified resources
  - Use wall-sized 'Post It' paper to document your Table's 'results'
- **DAU Professors will:**
  - Choose four tables to answer Topic Area